

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Associated Industries of the Inland Northwest

#### Washington Manufacturing Services

#### Partnership with WMS Helps Associated Industries Offer Unique Services to Their Members

##### Client Profile:

Associated Industries, located in Spokane, Washington, is a service organization whose mission is to create a lasting difference for members through comprehensive employer services. They currently have approximately 500 members, 40 percent of which are manufacturers. The association employs 5 people.

##### Situation:

The new president of Associated Industries, Jim DeWalt, was looking to expand his organization's value to clients. Patric Sazama, a Project Manager with Washington Manufacturing Services (WMS), a NIST MEP network affiliate, met with Mr. DeWalt and told him that WMS was able to offer their Lean Manufacturing courses in conjunction with Associated Industries. Mr. DeWalt felt that these courses would complement Associated Industries current offerings to their clients.

##### Solution:

Washington Manufacturing Services began by offering Lean 101, the Principles of Lean Manufacturing with Live Simulation. The course was very well received by Associated Industries' clients and staff. Since the first class, WMS has held a series of Lean 101 and Lean Office courses for Associated Industries' members, and each class has been evaluated highly by students.

##### Results:

- \* Developed beneficial partnership between Associated Industries and WMS.
- \* Provided 6 Lean courses and services for 10 manufacturing members of Associated Industries.
- \* Provided valuable assistance for electronics companies with issues such as RoHS/WEEE.

##### Testimonial:

"The relationship with WMS - the services and expertise they provide - help me accomplish my objectives to provide value to our members."

Jim DeWalt, President